

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 INR-07 EUR-12 MC-02 L-02 PM-03

SP-02 SS-15 /060 W
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R 110545Z MAY 75

FM AMEMBASSY DOHA
TO SECSTATE WASHDC 0422
INFO AMEMBASSY BEIRUT
AMEMBASSY JIDDA

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STADIS//////////

E.O. 11652: GDS
TAGS: MASS, QA
SUBJ: NORTHROP AIRCRAFT REPORTEDLY BARRED FROM SALES APPROACHES
IN QATAR

1. DURING MAY 7 CONVERSATION AT SOCIAL FUNCTION, FARID A. RIZK, DIRECTOR OF MIDDLE EAST BUSINESS SERVICES AND RESEARCH CORP. OF BEIRUT, TOLD AMBASSADOR THAT USG HAD PROHIBITED NORTHROP AIRCRAFT FROM MAKING ANY SALES APPROACHES IN QATAR. (RIZK DESCRIBED HIS FIRM AS "CONSULTANT" TO NORTHROP AIRCRAFT FOR MID EAST SALES.) RIZK REGRETTED BAN ON NORTHROP SALES APPROACH HERE, SINCE HE SAID ONLY ALTERNATIVE TO U.S. EQUIPMENT, IF GOQ IN MARKET FOR MILITARY AIRCRAFT, WAS FRENCH, SINCE BRITISH DID NOT HAVE SUITABLE PLANE.

2. DEPT PLEASE ADVISE IF SUCH BAN IN EFFECT. THERE HAVE BEEN PERSISTENT REPORTS THAT GOQ INDEED IN MARKET FOR MILITARY AIRCRAFT AND IT SEEMS TO US THAT U.S. FIRMS SHOULD BE PERMITTED TO COMPETE UNLESS THIS CONTRARY TO U.S. ARMS POLICY IN AREA. NORTHROP'S LARGE PROGRAM IN SAUDI ARABIA COULD MAKE ITS PRODUCT ATTRACTIVE TO QATARIS, WHO GREATLY INFLUENCED BY SAUDI LEAD IN MANY FIELDS.

3. FOR BEIRUT: WOULD APPRECIATE ANY INFORMATION BEIRUT CAN
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PROVIDE ON RIZK AND HIS FIRM. HE ALSO SAID HIS COMPANY WAS

CONSULTANT FOR WHITTAKER CORP., U.S. HOSPITAL MANAGEMENT FIRM
WHICH ACTIVE IN SAUDI ARABIA AND WHICH RIZK SAYS HE IS TRYING
TO INTEREST IN COMPETING FOR MANAGEMENT OF NEW DOHA HOSPITAL
PRESENTLY UNDER CONSTRUCTION.

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Message Attributes

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